

Inside Sales and Account Specialist

Careerleaf

About Us

Working for Careerleaf has many benefits, including the chance to hone your skills in a collaborative and fast-paced startup environment. You'll help solve cool problems and your solutions will have influence on an entire industry. You'll be joining forces with a company that is going places. Our offices are located in downtown Toronto, barely a block from the subway station, in the midst of restaurants, shopping, and entertainment.

Purpose of The Job

Working downtown in the heart of Toronto's theatre district, you will be joining us in changing the face of job boards around the world!

If you think searching for jobs is tough with today's job board technology, it's even harder for job board owners! They struggle to stay current with search and mobile friendly web technology, attract and retain large pools of candidates, and sell the job advertisements to meet their job seeker's needs. This is where your passion, talents and commitment can make a big difference! Working with the team at Careerleaf, your focus will be to introduce job board owners to our innovative white-label job board SaaS solution. Sometimes they come to you with questions, and other times you're reaching out to introduce yourself and build a relationship. You'll have helpful tools and insights at your disposal flowing from our marketing team as we continue to grow our position as an emerging thought leader in this space. Expect to get on the phone within your first 2 weeks and be ready to learn a massive amount about our technology out of the gates. Joining a "startup" culture means putting in the work but getting the pleasure of seeing your contributions make an impact. Our sales team is small and you'll be reporting directly to the Director of Sales and Marketing, so this is your chance to make your mark and build your future with a growing company. Because building our team culture is so key, this role is a full-time, in-office role without telecommuting options.

Qualifications

- Experienced and comfortable with delivering demos with online presentation software (Skype,



- AnyMeeting, Google Hangouts, etc.)
- Experienced with longer sales cycles and able to move clients forward in their commitment quickly
 - Proficient in Microsoft Windows, Microsoft Office, ACCPAC and CRM systems;
 - College diploma or higher, plus at least two years of successful sales experience, preferably in an inside sales environment
 - Advertising or Recruiting sales experience a plus.

Job Type: Intern

Application Information

<https://designtechjobs.com/jobs/inside-sales-and-account-specialist-in-toronto-ontario-ca/>